

PUBLIC SERVICE COMMISSION OF SOUTH CAROLINA
DOCKET NO. 2016-56-T

IN RE:)
)
Application of Mather) DEPOSITION OF:
Brothers Moving Company))
LLC,) Nathaniel Wallen
)
)
)
)
-----)

Given before Stacey L. Scoggan, Court Reporter and
Notary Public, in the Law Offices of David Popowski, 171
Church Street, Suite 110, Charleston, South Carolina on
Tuesday, April the 5, 2016, commencing at 10:00 o'clock a.m.

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For the Applicant : Law Offices of
By: David Popowski, Esq.,
171 Church Street - Ste. 110
Charleston, SC 29402

For the Commission : Shannon Hudson

INDEX TO EXAMINATIONS

Examination by Mr. Popowski 3
Examination by Ms. Hudson 9

INDEX TO EXHIBITS

Exhibit A 8

1 (Nathaniel Wallen, having been duly sworn,
2 testifies as follows:)

3 DIRECT EXAMINATION BY MR. POPOWSKI:

4 MR. POPOWSKI: I'm David Popowski. And I am the
5 attorney for the applicant, Mather's Brothers Moving
6 Company, LLC in this docket. This is relating to docket
7 number 2016-56-T before the South Carolina Public Service
8 Commission. It is an application for an authority to
9 receive a Class E Certificate of Publics Convenience and
10 Necessary for the operation of a motor vehicle carrier to
11 carry household goods. On the line is Shannon Hudson of the
12 Office of Regulatory Staff, which is the only other party to
13 appear in the case. Shannon, do you want to add anything to
14 that?

15 MS. HUDSON: Good morning, everyone. That's it.

16 Q Okay. And Mr. Wallen, you have been listed as a
17 witness in support of this application regarding the issue
18 of the public convenience and necessity for the need for
19 another mover in South Carolina. Do you understand that?

20 A Yes.

21 Q And we'll move this along as quickly as possible.
22 Give me your full name please?

23 A Nathaniel Green Wallen.

24 Q And how old are you, Mr. Wallen?

25 A I am 46.

1 Q And where do you reside?

2 A I live in Charleston, South Carolina.

3 Q And just give me a short sketch of your education, high
4 school, college, anything post graduate?

5 A I have lived here all my life. And middle school, high
6 school in Mount Pleasant, Wando, and then the College of
7 Charleston with a Bachelor of Fine Arts degree.

8 (Whereupon an off the record discussion took
9 place.)

10 Q Give me a sketch of your work history as well.

11 A As soon as I got out of college I got into real estate.
12 And I've been selling real estate since 1995.

13 Q So we're coming on 21 years; is that correct?

14 A That is correct.

15 Q And when you say real estate is it commercial or
16 residential?

17 A Primarily residential. Occasionally I'll do -- I mean,
18 one in 400 transactions as a commercial transaction. So
19 it's primarily residential.

20 Q And overall can you give me kind of a broad view of the
21 territory that you cover when you sell real estate?

22 A Yes. I work in the Charleston tricounty area, so
23 Charleston County, Berkeley County, and Dorchester County.

24 Q And can you give me the companies that you worked for?

25 A I've worked with the same company for the entire length

1 with the exception of a one year period. I work with
2 Carolina One Real Estate. They used to be run by -- they
3 are run by O'Shaunnessy Real Estate. And though there have
4 been a few different names starting with Coldwell Banker,
5 then Prudential, then they dropped their franchises and they
6 became Carolina One, all of these years with the exception
7 of one I've worked with the same company, which is Carolina
8 One Real Estate currently.

9 Q And where is it's primary office located?

10 A We have 11 offices around Charleston. I happen to be
11 in the downtown Charleston office. Our corporate office is
12 in North Charleston.

13 Q I've seen your name in the paper before. You've won
14 producer awards, haven't you, along the way?

15 A I have. I've been named as the top listing agent and
16 sales -- well, top listing agent with the company for a few
17 years. And I'm in the top currently or typically in the top
18 five of the company which has about 900 agents.

19 Q And what licenses do you hold?

20 A Just the residential real estate license. I am also a
21 member of the Realtor, the National Association of Realtors,
22 which is a designation that not all real estate
23 professionals hold, but I would suggest the majority of them
24 do.

25 Q And that license was in the state of South Carolina?

1 A It's a national license.

2 Q And how about the other license, are you licensed by
3 the South Carolina Real Estate Division?

4 A I am, yes.

5 Q All right. And the issue of the case of course is the
6 need for additional movers in South Carolina. Can you give
7 us a description of how that issue comes up in your work?

8 A Typically it comes up, it comes up when there is a
9 problem generally. For the most part home buyers and
10 sellers arrange their own movers. But when it becomes
11 critical is when they can't find a mover. And that's when
12 they start asking me questions about do I know any movers.

13 Q And what is your response generally?

14 A I have people that I've used personally, and I
15 recommend Two Men and a Truck just because they moved me.
16 And I suggest that they, first of all, make their moving
17 plans sooner rather than later from the on start. And I
18 suggest that they basically look, you know, Google them or
19 look in the yellow pages to find movers.

20 Q And in your experience of dealing with customers who
21 buy and sell real estate, is the end of the month a
22 particular critical time period?

23 A It generally is, and the reason being is because people
24 save on their interim interest. So it's less out of pocket
25 money if people focus on closing at the very last day of the

1 month. It also pushes their payments off a little bit
2 further down the road if they kind of strategize and close
3 on the last day of the month.

4 Q Does that create the need for a mover at that time
5 period in particular?

6 A I believe it does, yes. And I believe that the real
7 stress -- is it okay if I elaborate?

8 Q Yeah.

9 A I believe that the real stress comes from, because
10 there are frequently delays in closings. And when someone
11 lines up a mover sometimes closings don't occur on the last
12 day of the month because of a variety of reasons. And then
13 they're left scrambling having to reschedule their mover,
14 which from the sidelines I've seen it where that's difficult
15 just because of movers being booked out.

16 Q And how would you describe the market right now, the
17 real estate market in the area where you work and as you
18 perceive it throughout South Carolina right now?

19 A I think overall I can really speak for Charleston
20 professionally, but I would guess that other markets are
21 this way because of the media. We are in a strong seller's
22 market here in Charleston, in South Carolina as well to
23 where there's very little inventory, lots of people wanting
24 to buy houses and few people that are actually selling them.
25 So we're in a, I guess you could say a hot market.

1 Q And therefore do you believe there's a need for
2 additional mover in South Carolina to satisfy the market and
3 the needs on an ongoing basis that you see in terms of
4 people moving within South Carolina from place to place?

5 A Yes.

6 Q Okay. And you have spoken to Chris Reed, the general
7 manager of Mather's Brothers Moving, have you not?

8 A Yes.

9 Q And you've gotten the general description of his
10 business; is that correct?

11 A Yes.

12 Q Did he sound professional to you?

13 A He did, yes.

14 Q All right. I have some photos. You've seen these,
15 have you not?

16 A Yes.

17 Q I've shown you photos of the trucks and the warehouse
18 of Mather Brothers Moving.

19 MR. POPOWSKI: Without any objection from you I'd
20 like to enter them as Exhibit A.

21 MS. HUDSON: No objection from me.

22 (PHOTOGRAPHS MARKED AS EXHIBIT A FOR I.D.)

23 Q All right. That's all the questions I have right now.
24 If you would answer any questions Ms. Hudson has please.

25 A Sure.

1 EXAMINATION BY MS. HUDSON:

2 Q Good morning again, Mr. Wallen. And forgive me if I'm
3 asking questions that you've already addressed. Did you
4 know about Mather Brothers before you were contacted by
5 Mr. Popowski?

6 A No.

7 Q Have you ever heard anything about the company?

8 A I've heard the name Mathers, but that's all. That's my
9 only familiarity with it.

10 Q And I didn't catch this earlier, but does your real
11 estate business offer relocation services?

12 A My company does, yes. My corporate office does, yes.

13 Q Do they maintain a referral list?

14 A Yes, they do.

15 Q And how would one get on that referral list?

16 A You have to qualify. So you have to basically -- and I
17 may not know the full hundred percent answer to this because
18 I'm not on that list. And the reason being is the
19 relocation department takes a significant portion of a real
20 estate agent's commission, and I don't need that. I have
21 plenty of business, so I'm not on that list. But from what
22 I understand there are a few agents in my office that are.
23 And what they have to do to qualify is they have to send, I
24 believe either three or four outgoing referrals in order to
25 be the receiver of incoming referrals.

1 Q How often are you requested to recommend a mover?

2 A Probably 20 percent of the time that I'm handling a
3 transaction either between a -- either if I'm representing
4 the buyer or a seller.

5 Q Based on your opinion could the market here in South
6 Carolina support another moving company?

7 A Yes.

8 Q Could you explain why?

9 A Yes. Again because there seems to be a need,
10 especially since so many people are trying to move on the
11 last day of the month. And when the frequent delays occur
12 then it produces a number of stresses on my clients. And if
13 there were more moving companies out there to answer the
14 phone and satisfy their needs or provide their services then
15 that would reduce stress for my clients and thus reduce
16 stress for me.

17 Q Mr. Wallen, thank you for your time. I have no further
18 questions.

19 A Thank you.

20 MR. POPOWSKI: Nor do I.

21 (Deposition concluded at 10:15 o'clock a.m.)
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1 STATE OF SOUTH CAROLINA)

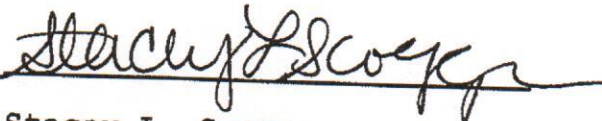
2 : C-E-R-T-I-F-I-C-A-T-E

3 COUNTY OF DORCHESTER)

4 I, Stacey L. Scoggan, Court Reporter and Notary Public,
5 certify that I did have Nathaniel Wallen to appear before me
6 at 10:00 o'clock a.m. on Tuesday, April 5, 2016, at the Law
7 Offices of David Popowski, 171 Church Street, Suite 171,
8 Charleston, South Carolina; that the witness was sworn and
9 cautioned to tell the truth, the pages constitute a true and
10 accurate transcript of the testimony given at that time and
11 place.

12 I further certify that I am not of counsel or kin to
13 any of the parties to this cause of action, nor am I
14 interested in any manner in its outcome.

15 IN WITNESS WHEREOF, I have hereunto set my hand and
16 seal this the 12th day of April, 2016.

17
18
19 

20 Stacey L. Scoggan

21 Notary Public for South Carolina

22 My Commission Expires: February 23, 2021
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